

SONATA



SONATA SOFTWARE LIMITED

1/4, A.P.S. TRUST BUILDING, BULL TEMPLE ROAD,

N. R. COLONY, BANGALORE - 560 019, INDIA

TEL : +91-80-30971999 FAX : +91-80-26610972



August 7, 2013

The Dy. General Manager
Market Operations
Bombay Stock Exchange Ltd
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai – 400 001.

Dear Sir/Madam,

SUB : UN-AUDITED RESULTS FOR THE QUARTER ENDED JUNE 30, 2013

REF : CLAUSE 41 OF THE LISTING AGREEMENT

With reference to the above, we wish to inform you that the un-audited financial results for the above period were considered and adopted by the Board in their meeting held on August 7, 2013. We are sending herewith highlights of the financial results in the prescribed format.

A copy of the press release is enclosed for your reference. Also note that the detailed financials and the Investor Presentation have been uploaded in our website www.sonata-software.com under Investors Section.

Kindly take the same on record.

Thanking you,

Very truly yours,
For **SONATA SOFTWARE LIMITED**

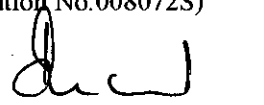
PRIYA MANOJ JASWANI
COMPANY SECRETARY

CC to : The National Stock Exchange Ltd – Mumbai

**INDEPENDENT AUDITORS' REPORT
TO THE BOARD OF DIRECTORS OF
SONATA SOFTWARE LIMITED**

1. We have reviewed the accompanying Statement of Standalone Unaudited Financial Results of **SONATA SOFTWARE LIMITED** ("the Company") for the Quarter ended June 30, 2013 ("the Statement"), being submitted by the Company pursuant to Clause 41 of the Listing Agreements with the Stock Exchanges, except for the disclosures in Part II - Select Information referred to in paragraph 4 below. This Statement is the responsibility of the Company's Management and has been approved by the Board of Directors. Our responsibility is to issue a report on the Statement based on our review.
2. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 'Review of Interim Financial Information Performed by the Independent Auditor of the Entity', issued by the Institute of Chartered Accountants of India. This Standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of Company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.
3. Based on our review conducted as stated above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the Accounting Standards referred to in Section 211 (3C) of the Companies Act, 1956 and other recognised accounting practices and policies, has not disclosed the information required to be disclosed in terms of Clause 41 of the Listing Agreements with the stock exchanges, including the manner in which it is to be disclosed, or that it contains any material misstatement.
4. Further, we also report that we have traced the number of shares as well as the percentage of shareholding in respect of the aggregate amount of public shareholding and the number of shares as well as the percentage of shares pledged/encumbered and non-encumbered in respect of the aggregate amount of promoters and promoter group shareholding in terms of Clause 35 of the Listing Agreements and the particulars relating to investor complaints disclosed in Part II - Select Information for the Quarter Ended June 30, 2013 of the Statement, from the details furnished by the Management.

For **DELOITTE HASKINS & SELLS**
Chartered Accountants
(Firm Registration No.008072S)



V. Srikumar
Partner

Membership No. 84494

MUMBAI, August 07, 2013

SONATA SOFTWARE LIMITED

Registered Office: 208, T.V. Industrial Estate, S.K. Ahire Marg, Worli, Mumbai - 400 030

Corporate Office: 1/4, A.P.S Trust Building, Bull Temple Road, N.R. Colony, Bangalore - 560 019

Part I					(₹ in lakhs)
Statement of Standalone Unaudited Financial Results for the Quarter Ended 30/06/2013					
Sr #	Particulars	3 months ended 30/06/2013	Preceding 3 months ended 31/03/2013	Corresponding 3 months ended 30/06/2012	Year to date figures for Previous Year ended 31/03/2013
		Unaudited	Audited (Refer Note 4)	Unaudited	Audited
1	Income from operations				
	(a) Net sales/income from operations	6,559.41	6,163.91	5,466.29	23,162.28
	(b) Other operating income	9.79	18.84	43.75	135.13
	Total income from operations (net)	6,569.20	6,182.75	5,510.04	23,297.41
2	Expenses				
	(a) Employee benefits expense	3,817.72	3,142.77	3,297.32	12,918.74
	(b) Depreciation and amortisation expense	220.56	230.50	231.73	972.16
	(c) Other expenses	2,092.75	1,405.21	1,593.99	6,274.87
	(d) Net Exchange (Gain)/ Loss	184.07	473.77	252.24	1,808.14
	Total expenses	6,315.10	5,252.25	5,375.28	21,973.91
3	Profit / (Loss) from operations before other income, finance costs and exceptional items	254.10	930.50	134.76	1,323.50
4	Other income	198.30	186.78	205.90	1,051.19
5	Profit / (Loss) from ordinary activities before finance costs and exceptional items	452.40	1,117.28	340.66	2,374.69
6	Finance costs	11.47	4.52	-	5.30
7	Profit / (Loss) from ordinary activities after finance costs but before exceptional items	440.93	1,112.76	340.66	2,369.39
8	Exceptional items	-	-	-	-
9	Profit / (Loss) from ordinary activities before tax	440.93	1,112.76	340.66	2,369.39
10	Tax expense	115.99	238.94	104.06	793.40
11	Net Profit / (Loss) from ordinary activities after tax	324.94	873.82	236.60	1,575.99
12	Extraordinary items (net of tax expenses)	-	-	-	-
13	Net Profit / (Loss) for the period	324.94	873.82	236.60	1,575.99
14	Share of profit / (loss) of associates	-	-	-	-
15	Minority interest	-	-	-	-
16	Net Profit / (Loss) after taxes, minority interest and share of profit / (loss) of associates	324.94	873.82	236.60	1,575.99
17	Paid-up equity share capital (Face Value ₹. 1/-)	105,159,306	105,159,306	105,159,306	105,159,306
18	Reserve excluding Revaluation Reserves as per balance sheet of previous accounting year				29,920.08
19 (i)	Earnings per share (before extraordinary items) (of ₹. 1/- each) (not annualised):				
	(a) Basic	0.31	0.83	0.22	1.50
	(b) Diluted	0.31	0.83	0.22	1.50
19(ii)	Earnings per share (after extraordinary items) (of ₹. 1/- each) (not annualised):				
	(a) Basic	0.31	0.83	0.22	1.50
	(b) Diluted	0.31	0.83	0.22	1.50

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Part II					
Information for the Quarter Ended 30/06/2013					
Sr #	Particulars	As at 30/06/2013	As at 31/03/2013	As at 30/06/2012	As at 31/03/2013
A	PARTICULARS OF SHAREHOLDING				
1	Public Shareholding				
	- Number of Shares	70,674,145	70,672,805	65,382,419	70,672,805
	- Percentage of shareholding	67.21%	67.21%	62.17%	67.21%
2	Promoters and Promoter Group Shareholding				
a)	Pledged / Encumbered				
	- Number of shares	3,198,614	3,198,614	10,585,000	3,198,614
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	9.28%	9.27%	26.61%	9.27%
	- Percentage of shares (as a % of the total share capital of the company)	3.04%	3.04%	10.07%	3.04%
b)	Non - encumbered				
	- Number of shares	31,286,547	31,287,887	29,191,887	31,287,887
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	90.72%	90.73%	73.39%	90.73%
	- Percentage of shares (as a % of the total share capital of the company)	29.75%	29.75%	27.76%	29.75%

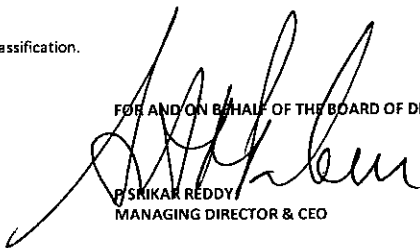
	Particulars	Quarter ended 30/06/2013
B	INVESTOR COMPLAINTS	
	Pending at the beginning of the quarter	-
	Received during the quarter	12
	Disposed of during the quarter	12
	Remaining unresolved at the end of the quarter	-

Notes:

- The above unaudited financial results of the Company has been reviewed by the Audit Committee and approved by the Board of Directors at their meeting held on 07 th August, 2013.
- In accordance with Clause 41 of the Listing Agreement the Statutory Auditors have carried out a 'Limited Review' of the Stand alone financial results for the quarter ended June 30, 2013.
- Segment results have not been disclosed in the Standalone results since the Company operates in only one Segment viz International (Software Service exports).
- The figures for the three months ended March 31, 2013 are the balancing figures arrived at based on audited figures of the year ended March 31,2013 and published year todate unaudited figures for nine months ended December 31,2012.
- Previous year figures have been regrouped/reclassified wherever necessary to confirm to current period's classification.

Place: Mumbai
Date : August 07, 2013

FOR AND ON BEHALF OF THE BOARD OF DIRECTORS


SRIKAR REDDY
MANAGING DIRECTOR & CEO

**INDEPENDENT AUDITORS' REPORT
TO THE BOARD OF DIRECTORS OF
SONATA SOFTWARE LIMITED**

1. We have reviewed the accompanying Statement of Consolidated Unaudited Financial Results of **SONATA SOFTWARE LIMITED** ("the Company") and its subsidiaries (the Company and its subsidiaries constitute "the Group") for the Quarter ended June 30, 2013 ("the Statement"), being submitted by the Company pursuant to Clause 41 of the Listing Agreements with the Stock Exchanges, except for the disclosures in Part II - Select Information referred to in paragraph 6 below. This Statement is the responsibility of the Company's Management and has been approved by the Board of Directors. Our responsibility is to issue a report on the Statement based on our review.
2. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 "Review of Interim Financial Information Performed by the Independent Auditor of the Entity", issued by the Institute of Chartered Accountants of India. This Standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatements. A review is limited primarily to inquiries of Company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and, accordingly, we do not express an audit opinion.
3. The Statement includes the results of the following entities:
 - a) Sonata Information Technology Limited
 - b) Sonata Technology Solutions India Limited
 - c) Sonata Software North America Inc
 - d) Sonata Software GmbH
 - e) Sonata Europe Limited
 - f) Sonata Software FZ LLC
 - g) Sonata Software Qatar LLC
4. We did not review the interim financial statements / information / results of 5 subsidiaries included in the consolidated financial results, whose interim financial statements / information / results reflect total revenues of Rs. 943 Lakhs for the Quarter ended June 30, 2013 and total profit after tax of Rs. 455 Lakhs for the Quarter ended June 30, 2013, as considered in the consolidated financial results. These interim financial statements / information / results have been audited by other auditors whose reports have been furnished to us by the Management and our report on the Statement, in so far as it relates to the amounts and disclosures included in respect of these subsidiaries is based solely on the reports of the other auditors.

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5. Based on our review conducted as stated above and based on the consideration of the reports of the other auditors referred to in paragraph 4 above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the Accounting Standards referred to in Section 211 (3C) of the Companies Act, 1956 and other recognised accounting practices and policies, has not disclosed the information required to be disclosed in terms of Clause 41 of the Listing Agreements with the stock exchanges, including the manner in which it is to be disclosed, or that it contains any material misstatement.
6. Further, we also report that we have traced the number of shares as well as the percentage of shareholding in respect of the aggregate amount of public shareholding and the number of shares as well as the percentage of shares pledged/encumbered and non-encumbered in respect of the aggregate amount of promoters and promoter group shareholding in terms of Clause 35 of the Listing Agreements and the particulars relating to investor complaints disclosed in Part II - Select Information for the Quarter Ended June 30, 2013 of the Statement, from the details furnished by the Management.

For **DELOITTE HASKINS & SELLS**
Chartered Accountants
(Firm Registration No.008072S)



V. Srikumar
Partner

Membership No. 84494

MUMBAI, August 07, 2013

SONATA SOFTWARE LIMITED
Registered Office: 208, T.V. Industrial Estate, S.K. Ahire Marg, Worli, Mumbai - 400 030
Corporate Office: 1/4, A.P.S Trust Building, Bull Temple Road, N.R. Colony, Bangalore - 560 019

Part I					
Statement of Consolidated Unaudited Financial Results for the Quarter Ended 30/06/2013					
(₹ in lakhs)					
Sr #	Particulars	3 months ended 30/06/2013	Preceding 3 months ended 31/03/2013	Corresponding 3 months ended 30/06/2012	Year to date figures for Previous Year ended 31/03/2013
		Unaudited	Audited (Refer Note 3)	Unaudited (Refer Note 5)	Audited
1	Income from operations				
	(a) Net sales/income from operations	41,291.79	25,901.18	40,145.83	130,985.72
	(b) Other operating income	24.82	16.89	200.95	123.58
	Total income from operations (net)	41,316.61	25,918.07	40,346.78	131,109.30
2	Expenses				
	(a) Purchases of stock-in-trade	29,121.98	14,387.21	16,074.72	85,085.06
	(b) Changes in inventories of stock-in-trade	(42.83)	628.72	2,400.73	3,961.37
	(c) Employee benefits expense	6,947.25	5,659.09	11,969.91	22,535.55
	(d) Depreciation and amortisation expense	232.65	241.54	1,032.23	1,008.15
	(e) Other expenses	4,121.99	2,785.37	8,030.81	11,936.89
	(f) Net Exchange (Gain)/ Loss	(324.47)	1,045.11	315.20	2,261.13
	Total expenses	40,056.57	24,747.04	39,823.60	126,788.15
3	Profit / (Loss) from operations before other income, finance costs and exceptional items	1,260.04	1,171.03	523.18	4,321.15
4	Other income	197.85	137.26	95.64	619.55
5	Profit / (Loss) from ordinary activities before finance costs and exceptional items	1,457.89	1,308.29	618.82	4,940.70
6	Finance costs	71.41	127.81	251.38	588.89
7	Profit / (Loss) from ordinary activities after finance costs but before exceptional items	1,386.48	1,180.48	367.44	4,351.81
8	Exceptional items (Refer Note 5,6 & 7)				
	i) Loss on sale of subsidiary	-	-	-	5,805.57
	ii) Restructuring Costs	-	-	4,316.27	-
	iii) Interest Income on Income Tax Refund	(683.75)	-	-	-
9	Profit / (Loss) from ordinary activities before tax	2,070.23	1,180.48	(3,948.83)	(1,453.76)
10	Tax expense	618.28	484.94	115.99	1,355.94
11	Net Profit / (Loss) from ordinary activities after tax	1,451.95	695.54	(4,064.82)	(2,809.70)
12	Extraordinary items (net of tax expenses)	-	-	-	-
13	Net Profit / (Loss) for the period	1,451.95	695.54	(4,064.82)	(2,809.70)
14	Share of profit / (loss) of associates	-	-	-	-
15	Minority interest	0.87	1.10	2,296.02	4.28
16	Net Profit / (Loss) for the period	1,452.82	696.64	(1,768.80)	(2,805.42)
17	Paid-up equity share capital (Face Value ₹. 1 /-)	105,159,306	105,159,306	105,159,306	105,159,306
18	Reserve excluding Revaluation Reserves as per balance sheet of previous accounting year				33,121.64
19(i)	Earnings per share (before extraordinary items) (of ₹ 1/- each) (not annualised):				
	(a) Basic	1.38	0.66	(1.68)	(2.67)
	(b) Diluted	1.38	0.66	(1.68)	(2.67)
19(ii)	Earnings per share (after extraordinary items) (of ₹ 1/- each) (not annualised):				
	(a) Basic	1.38	0.66	(1.68)	(2.67)
	(b) Diluted	1.38	0.66	(1.68)	(2.67)

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SONATA SOFTWARE LIMITED

Registered Office: 208, T.V. Industrial Estate, S.K. Ahire Marg, Worli, Mumbai - 400 030

Corporate Office: 1/4, A.P.S Trust Building, Bull Temple Road, N.R. Colony, Bangalore - 560 019

Part II					
Information for the Quarter Ended 30/06/2013					
Sr #	Particulars	As at 30/06/2013	As at 31/03/2013	As at 30/06/2012	As at 31/03/2013
A	PARTICULARS OF SHAREHOLDING				
1	Public Shareholding				
	- Number of Shares	70,674,145	70,672,805	65,382,419	70,672,805
	- Percentage of shareholding	67.21%	67.21%	62.17%	67.21%
2	Promoters and Promoter Group Shareholding				
	a) Pledged / Encumbered				
	- Number of shares	3,198,614	3,198,614	10,585,000	3,198,614
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	9.28%	9.27%	26.61%	9.27%
	- Percentage of shares (as a % of the total share capital of the company)	3.04%	3.04%	10.07%	3.04%
	b) Non - encumbered				
	- Number of shares	31,286,547	31,287,887	29,191,887	31,287,887
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	90.72%	90.73%	73.39%	90.73%
	- Percentage of shares (as a % of the total share capital of the company)	29.75%	29.75%	27.76%	29.75%

	Particulars	Quarter ended 30/06/2013
B	INVESTOR COMPLAINTS	
	Pending at the beginning of the quarter	-
	Received during the quarter	12
	Disposed of during the quarter	12
	Remaining unresolved at the end of the quarter	-

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Notes:

- 1 The above unaudited financial results of the Company has been reviewed by the Audit Committee and approved by the Board of Directors at their meeting held on August 07, 2013.
- 2 In accordance with Clause 41 of the Listing Agreement the Statutory Auditors have carried out a 'Limited Review' of the consolidated financial results for the quarter ended June 30, 2013
- 3 The figures for the three months ended March 31, 2013 are the balancing figures arrived at based on audited figures of the year ended March 31, 2013 and published year todate unaudited figures for nine months ended December 31, 2012.
- 4 Consolidated financials include subsidiaries i.e., Sonata Information Technology Limited, Sonata Software North America Inc., Sonata Technology Solutions (India) Limited, Sonata Software GmbH, Sonata Europe Limited, Sonata Software FZ LLC and Sonata Software Qatar LLC.
- 5 The Company's subsidiary Sonata Europe Limited executed a Share purchase and Joint Venture termination agreement on September 28, 2012 to sell its 50.1% shareholding in its step-down subsidiary TUI InfoTec GmbH ("TUI") to Leibniz-Service GmbH ("the purchaser"). As per the agreement, the effective date of the transfer and assignment of the shares was October 1, 2011, and the purchaser assumed all losses of TUI commencing from October 1, 2011. TUI business included providing information technology services, and IT infrastructure support services which were included under international segment. The loss on disposal of TUI of Rs. 5,805.57 lakhs is included under exceptional items for the year ended March 31, 2013.
Consequent to the sale of TUI, the operations of this subsidiary are not included in the consolidated results for the year ended March 31, 2013. The figures for the quarter ended June 30, 2012 disclosed in these results are as published earlier and include the following loss from operations of TUI:

(₹ in lakhs)	
Particulars	Quarter ended 30/06/2012
	(Unaudited)
1. Income from operations	
(a) Net sales/income from operations	12,311.60
(b) Other operating income	162.12
Total income from operations (net)	12,473.72
2. Expenses	
(a) Purchases of stock-in-trade	201.75
(b) Changes in inventories of stock-in-trade	(201.75)
(c) Employee benefits expense	6,604.54
(d) Depreciation and amortisation expense	793.21
(e) Other expenses	5,443.58
Total expenses	12,841.33
3. Profit / (Loss) from operations before other Income, finance costs and exceptional items	(367.61)
4. Other income	4.71
5. Profit / (Loss) from ordinary activities before finance costs and exceptional items	(362.90)
6. Finance costs	150.19
7. Profit / (Loss) from ordinary activities after finance costs but before exceptional items	(513.09)
8. Exceptional items Restructuring costs (Refer Note 6)	4,316.27
9. Profit / (Loss) from ordinary activities before tax	(4,829.36)
10. Tax expense	(68.68)
11. Net Profit / (Loss) from ordinary activities after tax	(4,760.68)
12. Minority interest	2,295.01
13. Net Profit / (Loss) for the period	(2,465.67)

Had the loss on sale of TUI been recorded as on October 1, 2011, the Net Profit and EPS for the quarter ended June 30, 2012 and year ended March 31, 2013, would have been as under:

Particulars	Quarter ended 30/06/2012	Year Ended 31/03/2013
	(Unaudited)	(Audited)
Net Profit / (Loss) for the period	696.87	3,000.15
Earnings per share of Re 1/- each (not annualised)		
(a) Basic	0.66	2.85
(b) Diluted	0.66	2.85

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- 6 Exceptional items for quarter ended June 30, 2012, relate to accrual of employee restructuring costs on account of early retirement in TUI InfoTec GmbH.
- 7 Exceptional item for the current quarter ended June 30, 2013 comprises of interest received on Income Tax refund of Rs. 683.75 lakhs in Sonata Information Technology Limited relating to AY 2008-09.
- 8 The consolidated segmentwise revenue and results for the quarter June 30, 2013, as required under Clause 41 of the Listing Agreement are as follows :

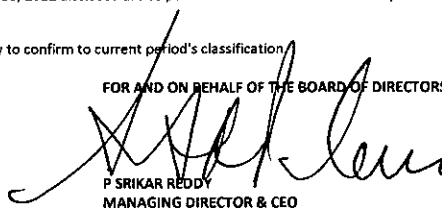
(' in lakhs)

Particulars	Quarter ended			Year ended
	30/06/2013	31/3/2013	30/06/2012 (Refer Note 9)	31/3/2013
1. Segment Revenue				
a. Domestic (Sales & Services)	31,158.65	17,190.03	20,397.13	97,867.88
b. International (Software Service Exports)	10,168.41	8,732.27	19,958.90	33,443.26
Total	41,327.06	25,922.30	40,356.03	131,311.14
Less : Inter segment revenue	10.45	4.23	9.25	201.84
Net sales/Income from operations	41,316.61	25,918.07	40,346.78	131,109.30
2. Segment Results				
Profit/(loss) before tax & Interest				
a. Domestic (Sales & Services)	451.19	590.99	330.24	2,134.34
b. International (Software Service Exports)	808.85	580.04	192.94	2,186.81
Total	1,260.04	1,171.03	523.18	4,321.15
Less: Finance costs	71.41	127.81	251.38	588.89
Less: Other unallocable expenditure				
Net of Unallocable Income	197.85	137.26	95.64	619.55
3. Profit Before Tax and exceptional item	1,386.48	1,180.48	367.44	4,351.81
Exceptional item (Refer Note 5 , 6 & 7)				
i) Loss on sale of subsidiary	-	-	-	5,805.57
ii) Restructuring Costs	-	-	4,316.27	-
iii) Interest Income on Income Tax Refund	(683.75)	-	-	-
Profit Before Tax	2,070.23	1,180.48	(3,948.83)	(1,453.76)
4. Capital Employed				
(Segment assets - Segment liabilities)				
a. Domestic (Sales & Services)	1,531.74	(2,642.34)	1,226.75	(2,642.34)
b. International (Software Service Exports)	24,855.42	23,533.94	21,771.98	23,533.94
c. Unallocated	8,307.66	13,281.63	11,733.33	13,281.63
Total	34,694.82	34,173.23	34,732.06	34,173.23

- 9 As mentioned in Note 5 above, segment results for the quarter ended June 30, 2012 disclosed are as published earlier and include the operations of TUI as part of International segment.
- 10 Previous year figures have been regrouped/reclassified wherever necessary to confirm to current period's classification.

Place : Mumbai
Date : August 07, 2013

FOR AND ON BEHALF OF THE BOARD OF DIRECTORS


P SRIKAR REDDY
MANAGING DIRECTOR & CEO

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Sonata Software - Consolidated Q1 FY14 Revenues at ₹ 413 Crores with PAT of ₹14.52 Crores, QoQ growth of 59% in revenues and 108% in PAT

Mumbai, Aug 7, 2013

Sonata Software, an IT consulting and software services provider, today reported its unaudited financial results for the quarter ended June 30, 2013.

Sonata Software Limited - Financial highlights				₹ (in 'Crores)	
Description	For the Quarter ended			QoQ	YoY
	30.6.2013*	31.03.2013*	30.6.2012**		
Revenues					
International IT Services	102.33	88.08	80.49	16%	27%
Domestic- Products & Services	310.93	171.14	203.97	82%	52%
Consolidated #	413.17	259.18	284.46	59%	45%
EBITDA					
International IT Services	12.23	10.12	9.68	21%	26%
Domestic- Products & Services ##	11.98	6.27	3.26	91%	268%
Consolidated #	23.74	15.50	11.43	53%	108%
PAT					
International IT Services	8.24	4.10	5.30	101%	55%
Domestic- Products & Services	6.28	2.87	0.90	119%	598%
Consolidated #	14.52	6.97	6.20	108%	134%

Consolidated financial numbers include all Sonata subsidiaries and are after appropriate intercompany adjustments.

* Numbers are for Continuing operations of the Company (TUI InfoTec GmbH the erstwhile 50.1% owned step-down subsidiary of the Company was divested on September 30, 2012).

** Previous year numbers have been recast to exclude results of TUI InfoTec GmbH for effective comparison.

Includes "exceptional Item" Interest income of ₹6.83 crores received on Income-Tax refund during the quarter.

Highlights for the quarter:

- Consolidated results:**

- Revenues at ₹413 Crores - growth of 59% on QoQ and 45% on YoY basis;
- EBITDA at ₹23.74 Crores - growth of 53% on QoQ and 108% on YoY basis;
- PAT is at ₹14.52 Crores - growth of 108% on QoQ and 134% on YoY basis;
- Cash reserves (net of borrowings) is ₹179 Crores.

- International IT Services:**

- Revenue at ₹102.33 Crores - growth of 16% on QoQ and 27% on YoY basis;
- EBITDA of ₹12.23 Crores - growth of 21% on QoQ and 26% on YoY basis;
- PAT of ₹8.24 Crores - growth of 101% on QoQ and 55% on YoY basis;
- 6 new customers added during the quarter.



• **Domestic Products & Services :**

- Revenue of ₹310.93 Crores - growth of 82% on QoQ and 52% on YoY basis;
- EBITDA of ₹11.98 Crores - growth of 91% on QoQ and 268% on YoY basis;
- PAT of ₹6.28 Crores - growth of 119% on QoQ and 598% on YoY basis.

Speaking on the results Mr. Srikar Reddy, Managing Director & CEO of the Company said “The investments we have made on sales & marketing, new technologies, and account management continue to show results. We will continue to stay focused on enhancing customer experience and investing in our people”.

About Sonata Software Limited

Sonata Software, headquartered in Bangalore, India, is an IT consulting and software services company delivering transformational IT solutions through customer specific Centers of Excellence. Sonata serves Software Product Companies, and enterprises in the Travel, Manufacturing, Retail and Distribution verticals across the globe. Its key service lines include Business Intelligence and Analytics, Application Development Management (ADM), Mobility, Cloud, Social Media, Testing, Enterprise Services (ERP and CRM), and Infrastructure Management services. Sonata has strategic alliances with global technology majors like Microsoft, SAP, IBM, Oracle, and HP to deliver innovative solutions.

Sonata operates globally through its subsidiaries and affiliates that include (1) Sonata Software North America Inc, which provides development and consulting services to clients using an Onsite-Offshore Delivery Model, (2) Sonata Software FZ LLC – Sonata’s fully-owned subsidiary IT solutions to customers in the Middle East, (3) Sonata Software (Qatar) LLC – Sonata’s Joint Venture with Mohammad Nasser Abdullah Al MISNAD and (4) Sonata Information Technology Limited, which is a premier software services and product distribution company with India-focused business operations.

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